

## Message Text

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ORIGIN EA-12

INFO OCT-01 ISO-00 PM-05 NSC-05 SP-02 SS-15 L-03 H-01  
CIAE-00 INR-10 NSAE-00 DODE-00 EB-08 TRSE-00  
OMB-01 ACDA-12 MCE-00 IO-13 STR-07 /095 R

DRAFTED BY EA/J:EMFEATHERSTONE;CB  
APPROVED BY EA:WHGLEYSTEN  
DOD/ISA:MABRAMOWITZ  
PM/SAS:HMMCELROY  
STR:WBARREDA (SUBS)  
TREASURY:ERASMUSSEN (SUBS)  
EB/OT/TP:HKOPP  
EA/J:NPLATT

-----045840 250406Z /61

P 250316Z APR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY TOKYO PRIORITY  
COMUS/J YOKOTA PRIORITY  
INFO AMEMBASSY SEOUL PRIORITY  
CINCPAC HONOLULU HAWAII PRIORITY 0163

C O N F I D E N T I A L STATE 104987

JOINT STATE DEFENSE MESSAGE

E.O. 11652: GDS

TAGS: MARR, EMIN, JA

SUBJECT: JAPANESE PROCUREMENT OF US MILITARY EQUIPMENT

REF: TOKYO 06215 AND 06216

1. WE APPRECIATE EMBASSY'S CONSIDERATION AND CLARIFICATION  
OF ARMS SALES ISSUE IN BROAD FRAMEWORK OR US-JAPAN ECONOMIC  
AND POLITICAL RELATIONS. AFTER THINKING FOR SOME TIME, WE  
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CONCLUDE THAT OUR INTERESTS ARE BETTER SERVED IF WE DO NOT  
RAISE ISSUE AT TIME OF FUKUDA VISIT, BUT TO DO SO IN MORE  
STRICTLY MILITARY CONTEXT WHEN SECRETARY BROWN MEETS JDA  
MINISTER KANEMARU THIS SUMMER. PRINCIPAL REASONS BEHIND  
THIS CONCLUSION ARE:

A. NEED TO MAINTAIN JAPANESE CONFIDENCE. WE HAVE OVER THE

YEARS COMPILED A GOOD RECORD WITH THE JAPANESE IN THE MILITARY AREA IN LARGE MEASURE BECAUSE OF OUR POLICY OF SEPARATING MILITARY PROCUREMENT MATTERS FROM TRADE/ ECONOMIC ISSUES. SHOULD WE BEGIN NOW TO ADVOCATE AT THE HIGHEST LEVEL PROCUREMENT DECISIONS FOR ECONOMIC RATHER THAN SECURITY REASONS WE RUN THE RISK OF SOWING SUSPICION IN MINDS OF JAPANESE AS TO OUR REAL MOTIVES FOR OUR PARTICULAR DEFENSE RECOMMENDATIONS. WE FORESEE A POTENTIALLY SERIOUS DEGRADATION OF JAPANESE TRUST AND CONFIDENCE IN OUR SECURITY ADVICE WHICH WOULD HAVE A DECIDEDLY UNFAVORABLE UNFAVORABLE IMPACT ON OUR MILITARY AND SECURITY RELATIONSHIP;

B. UNFAVORABLE EFFECT ON US-JAPAN TRADE PROBLEM. A MILITARY PROCUREMENT COMPONENT TO ANY MEASURE DESIGNED TO REDRESS THE TRADE IMBALANCE WOULD BE A TEMPTING AND VULNERABLE TARGET TO JAPANESE OPPOSITION CRITICISM. WE CONSIDER THAT THE INCLUSION OF MILITARY PROCUREMENT IN SUCH ARRANGEMENTS WOULD THEREBY WEAKEN THE OVERALL US POSITION AND MAKE ANY AGREEMENT MORE DIFFICULT. IN ADDITION, IT WOULD INSERT A CONTENTIOUS ELEMENT INTO WHAT BOTH SIDES WANT TO BE A SMOOTH AND TROUBLE-FREE MEETING.

C. ARMS TRANSFER POLICIES. NO CEILING RESTRICTIONS APPLY TO ARMS SALES TO JAPAN AND WE WISH TO SEE JAPAN TREATED IN THE SAME MANNER AS OTHER MAJOR ALLIES. NEVER-CONFIDENTIAL

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THELESS, THE IDEA OF HAVING THE HIGHEST LEVELS IN WASHINGTON "PLUGGING" ARMS SALES TO REDRESS OUR BILATERAL TRADE IMBALANCE RAISES MAJOR ARMS TRANSFER POLICY ISSUES. IT WOULD ALSO CAUSE THE GOJ SERIOUSLY TO QUESTION THE CREDIBILITY OF ARMS TRANSFER POLICY.

2. EMBASSY'S PROPOSAL (PARA 7 REFTTEL A) THAT A SENIOR US OFFICIAL MENTION OUR WILLINGNESS TO BE MORE FORTHCOMING ON DEFENSE TECHNOLOGY MUST BE HANDLED CAREFULLY. AS EMBASSY AWARE, RECENT NDPC DECISION DOES NOT GUARANTEE RELEASABILITY OF ITEMS OR SYSTEMS. THERE MUST BE ADDRESSED FOR RELEASABILITY ON A CASE-BY-CASE BASIS. AS THERE REMAIN SOME SYSTEMS WHICH WE MAY NOT RELEASE, EVEN TO JAPAN AND OTHER MAJOR ALLIES, WE SHOULD BE WARY OF BUILDING UP FALSE EXPECTATIONS ON PART OF GOJ.

3. WE DO SEE CONSIDERABLE MERIT IN HAVING U.S. SENIOR OFFICIAL STRESS MUTUAL MILITARY ADVANTAGES ACCRUING FROM EQUIPMENT INTER-OPERABILITY, INCLUDING JAPANESE PROCUREMENT FROM US OF ITEMS WHICH REPRESENT BEST EQUIPMENT AVAILABLE AND WHICH ARE MORE ECONOMICALLY PRODUCED HERE. SUCH OFFICIAL COULD ALSO UNDERLINE US DESIRE TO INCREASE

COOPERATION AND INTERCHANGE IN THE PROCUREMENT AREA SO  
THAT JAPAN IS ON A PAR WITH OUR OTHER MAJOR ALLIES. OUR  
THINKING IS THAT SUCH AN EFFORT SHOULD BE KEPT WITHIN  
SECURITY CONTEXT AND THAT THEREFORE SECRETARY OF DEFENSE  
COULD MOST EFFECTIVELY MAKE THESE POINTS AT HIS NEXT  
MEETING WITH JDA CHIEF. WOULD APPRECIATE COUNTRY TEAM  
COMMENT ON THIS APPROACH. IN THIS REGARD, WE HAVE SOME  
QUESTIONS AND COMMENT CONCERNING SPECIFIC SUGGESTIONS  
ON DEFENSE ITEMS SUGGESTED IN TOKYO 06216 WHICH WE WILL  
SENT SEPTEL. ANSWERS WOULD BE VERY HELPFUL IN PREPARING  
FOR SECDEF-JDA MINISTER TALKS THIS SUMMER. VANCE

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
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**TAGS:** MARR, EMIN, MASS, JA  
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